

PURCHASE ORDER

REQUESTING DEPT. COPY



PHILIP MORRIS

U. S. A.

120 PARK AVENUE, NEW YORK, N.Y. 10017

SHOW THIS ORDER NO.
ON YOUR INVOICE

Y14994 -01

CABLE ADDRESS: POLD NEW YORK

PHONE: AREA CODE 212-880-5000

DATE

02/13/96

#1515U PM USA REV. 2/92 COMP. 50(4)

VENDOR NO. 133157

VENDOR: PLAS MATCH CORP.
P.O. BOX 1227
1801 S. AIRPORT CIRCLE
EVLESS, TX

SHIP TO
MADDEN COMMUNICATIONS
PM EXPRESS
1455 THORNDALE
ITASCA, IL 60143
OFF 0054-4485

76039

REQUISITIONER	BUYER	BID REF/EXP. INT.	CONFIRMING TO	TAXABLE
E. MAFFERTY	G. CARDILLO	Y2JJF		NO TAX
FO.B.	ROUTE VIA	PREPAID	TERMS	
DESTINATION		RT PAID	1.00 PCT. 10 DAYS NET 30	

1. Purchase Order number must appear on all invoices, bills of lading, cases, packing list and correspondence.
2. Invoices must be rendered on day of shipment to: 120 Park Avenue, N.Y., N.Y. 10017
3. Refer to PM USA Routing Guide for instructions on carrier selection and freight invoicing.

LINE	QUANTITY	UM	UNIT PRICE	AMOUNT
------	----------	----	------------	--------

CHANGE ORDER - 01
EFFECTIVE DATE - 05/30/96

HEADER CHANGES ARE AS FOLLOWS

CHANGE **** VENDOR JOB NUMBER ****

THIS IS A CHANGE TO PURCHASE ORDER # Y14994-01
EFFECTIVE DATE 5/30/96

NOTE: THE INC NUMBER FOR THIS PO HAS CHANGED TO REFLECT
A NEW PACKAGING OF THE ITEM.

INSTEAD OF 1,750,000 PIECES OF INC-89449
THERE ARE NOW 35,000 PIECES OF INC-00337 THAT CONTAINS 50
PIECES OF INC-89449. THE COST REMAINS THE SAME

001 THIS LINE IS CHANGED

CHANGL **ITEM NBR/DESC/PROJECT CODE**
FROM PART NUMBER INC-89449
TO PART NUMBER INC-00337

PARL MAY SLIDE DRAW MATCH
PARL MAY SLIDE MATCH CADY

CHANGE **** ORDER QUANTITY ****
FROM 1,750,000
TO 35,000

(CONTINUED NEXT PAGE)

By _____
PHILIP MORRIS U.S.A.

2071451615

PURCHASE ORDER

REQUESTING DEPT. COPY



PHILIP MORRIS

U.S.A.

120 PARK AVENUE, NEW YORK, N.Y. 10017

SHOW THIS ORDER NO.
ON YOUR INVOICE

Y14974 -01

CABLE ADDRESS: POLD NEW YORK
PHONE: AREA CODE 212-680-5000

DATE

#1515U PM USA REV. 2/92 COMR. 50(4)

VENDOR NO. 000157

VENDOR: ATLAS MATCH CORP.

SHIP
TO

REQUISITIONER	BUYER	BID REF./EXP. INT.	CONFIRMING TO	TAXABLE
F.O.B.	ROUTE VIA	PREPAID	TERMS	

1. Purchase Order number must appear on all invoices, bills of lading, cases, packing list and correspondence.
2. Invoices must be rendered on day of shipment to: 120 Park Avenue, N.Y., N.Y. 10017
3. Refer to PM USA Routing Guide for instructions on carrier selection and freight invoicing.

LINE	QUANTITY	UM	UNIT PRICE	AMOUNT
CHANGE ***** UNIT PRICE *****				
	FROM		2.04940	
	TO		2.47	
	25,000	EA	2.47	86,450.00

PART/DESC INC-00337

PARL MAY SLIDE MATCH CADDY

CADDY CONTAINS 50 OF INC-89449 PARL MAY SLIDE DRAW MATCHES
 SIZE: APPROX. 30 STICKS (+2-) STICK MATERIAL: BIRCH &/OR ASPEN
 BOARDS: 14 FT. C1S KROMECOTE PLUS VARNISH. COLORS: 4 COLOR
 PROCESS; PRINTS 4/C + ONE SPECIAL PMS- CUSTOM DIE CUT CADDY
 MULTIPLE DESIGNS MAKING UP A SINGLE PICTURE IN A JIGSAW PUZZLE
 LIKE CONFIGURATION. SUCH THAT EACH LEVEL OF MATCH BOXES FORM
 THE SAME OVERALL PICTURE.
 SPLINTS: NATURAL SPLINTS WITH COLORED TIPS (COLOR TBD)
 PACKAGING: 50 BOXES PER CADDY

(CONTINUED NEXT PAGE)

By _____
PHILIP MORRIS U.S.A.

2071451616

PURCHASE ORDER

REQUESTING DEPT. COPY



PHILIP MORRIS

U.S.A.
120 PARK AVENUE, NEW YORK, N.Y. 10017SHOW THIS ORDER NO.
ON YOUR INVOICE

Y14994 -01

CABLE ADDRESS: POLD NEW YORK

PHONE: AREA CODE 212-880-5000

DATE

#1515U PM USA REV 2/92 COMP 50(4)

VENDOR NO. 152167

VENDOR: ATLAS MATCH CORP.

SHIP
TO

REQUISITIONER	BUYER	BID REF./EXP. INT.	CONFIRMING TO	TAXABLE
F.O.B.	ROUTE VIA	PREPAID	TERMS	

1. Purchase Order number must appear on all invoices, bills of lading, cases, packing list and correspondence.
2. Invoices must be rendered on day of shipment to: 120 Park Avenue, N.Y., N.Y. 10017
3. Refer to PM USA Routing Guide for instructions on carrier selection and freight invoicing.

LINE	QUANTITY	UM	UNIT PRICE	AMOUNT
------	----------	----	------------	--------

REFER TO PM USA ROUTING GUIDE PREVIOUSLY SENT UNDER SEPARATE COVER. IF YOU DO NOT HAVE A COPY ON FILE, PLEASE CALL ANDREA MINOTT AT (212) 880-3221. IF YOU HAVE ANY QUESTIONS REGARDING THE INFORMATION CONTAINED IN THE ROUTING GUIDE CONTACT ERROL LEWIS, TRANSPORTATION DEPARTMENT AT (212) 878-2685.

IN ORDER TO ENSURE PAYMENT OF INVOICES, SUPPLIERS ARE RESPONSIBLE FOR ASSURING THAT A RECEIVING DOCUMENT/PROOF-OF-DELIVERY IS ISSUED TO PHILIP MORRIS FOR ANY SHIPMENT MADE TO A NON PHILIP MORRIS RECEIVING LOCATION. ALL SHIPPING DOCUMENTS WILL REFERENCE THE PURCHASE ORDER NUMBER."

NO UNDERRUN NO OVERRUN

"IN ORDER TO ASSIST PHILIP MORRIS IN BETTER UNDERSTANDING ITS SUPPLIERS' DEVELOPMENT OF COSTS, PHILIP MORRIS OR ITS DESIGNATED AGENT MAY INSPECT, REVIEW AND COPY VENDOR'S BOOKS AND RECORDS AT REASONABLE TIMES DURING NORMAL BUSINESS HOURS UPON REASONABLE, ADVANCE NOTICE TO THE SUPPLIER AND AT THE EXPENSE OF PHILIP MORRIS THROUGHOUT THE TERM OF THE PURCHASE ORDER AND FOR SIX MONTHS THEREAFTER."

SUPPLIER TO SEND INVOICE IN TRIPLICATE TO:
PHILIP MORRIS USA
120 PARK AVENUE

(CONTINUED NEXT PAGE)

By _____
PHILIP MORRIS U.S.A.

2071451617

PURCHASE ORDER

REQUESTING DEPT. COPY



PHILIP MORRIS

U.S.A.
120 PARK AVENUE, NEW YORK, N.Y. 10017SHOW THIS ORDER NO.
ON YOUR INVOICE

Y14994 -01

CABLE ADDRESS: POLD NEW YORK
PHONE: AREA CODE 212-880-5000

DATE

#1515U PM USA REV. 2/92 COMP. 50(4)

VENDOR NO. 233457

VENDOR: TLAS MATCH CORP.

SHIP
TO

REQUISITIONER	BUYER	BID REF./EXP. INT.	CONFIRMING TO	TAXABLE
F.O.B.	ROUTE VIA	PREPAID	TERMS	

1. Purchase Order number must appear on all invoices, bills of lading, cases, packing list and correspondence.
2. Invoices must be rendered on day of shipment to: 120 Park Avenue, N.Y., N.Y. 10017
3. Refer to PM USA Routing Guide for instructions on carrier selection and freight invoicing.

LINE	QUANTITY	UM	UNIT PRICE	AMOUNT
------	----------	----	------------	--------

USA FINANCE DEPARTMENT - 15TH FLOOR
NEW YORK, NY 10017

OUR DELIVERIES ARE DEPENDENT ON TIMELY DELIVERIES ON THE PART
OF THE SUPPLIER. TIME IS OF THE ESSENCE.

SUPPLIER WILL BE REQUIRED TO AIRFREIGHT GOODS (AT THEIR
EXPENSE) IF AGREED TO DELIVERY SCHEDULE CANNOT BE MET.
FAILURE TO DELIVER ON TIME MAY RESULT IN SUPPLIER
DISQUALIFICATION AND OTHER APPLICABLE PENALTIES.

OFFSHORE TERMS OF SALE:

VENDOR MUST DELIVER ALL GOODS FOB DESTINATION CITY/STATE.
VENDOR MUST DELIVER GOODS DUTY PAID AND CLEARED THROUGH
CUSTOMS IN POE CITY/STATE. VENDOR SHALL MAINTAIN INSURANCE
COVERAGE FOR FULL REPLACEMENT VALUE OF GOODS FROM POINT OF
ORIGIN TO FINAL DESTINATION CITY/STATE. VENDOR MUST ARRANGE
FOR SHIPPING BY CARRIER APPROVED BY PHILIP MORRIS TRANS-
PORTATION LOGISTICS DEPARTMENT. THE VENDOR IS ACCOUNTABLE
TO ENSURE THAT THEIR CUSTOMS BROKER PREPARE THE INLAND FREIGHT
BILL OF LADING TO REFLECT THE FOLLOWING INFORMATION: THIRD
PARTY BILLING "FREIGHT COLLECT" TO PHILIP MORRIS USA, C/O
TRANZACT SYSTEMS, PO BOX 1903, HOMEWOOD, IL 60430. PHILIP
MORRIS WILL PAY THE INLAND FREIGHT FROM POE TO FINAL
DESTINATION. IF VENDOR FAILS TO COMPLY WITH INLAND SHIPPING
AND BILLING PROCEDURES, VENDOR WILL BE ASSESSED INCREMENTAL

(CONTINUED NEXT PAGE)

By _____
PHILIP MORRIS U.S.A.

2071451618

PURCHASE ORDER

REQUESTING DEPT. COPY



PHILIP MORRIS

U.S.A.

120 PARK AVENUE, NEW YORK, N.Y. 10017

SHOW THIS ORDER NO.
ON YOUR INVOICE

Y14794 -01

CABLE ADDRESS: POLD NEW YORK
PHONE: AREA CODE 212-880-5000

DATE

PM #1515U PM USA REV. 2/92 COMP 50(4)

VENDOR NO. 3301157

VENDOR: TERS HATCH CORP.

SHIP
TO

REQUISITIONER	BUYER	BID REF/EXP. INT.	CONFIRMING TO	TAXABLE
F.O.B.	ROUTE VIA	PREPAID	TERMS	

1. Purchase Order number must appear on all invoices, bills of lading, cases, packing list and correspondence.
2. Invoices must be rendered on day of shipment to: 120 Park Avenue, N.Y., N.Y. 10017
3. Refer to PM USA Routing Guide for instructions on carrier selection and freight invoicing.

LINE	QUANTITY	UM	UNIT PRICE	AMOUNT
------	----------	----	------------	--------

FREIGHT CHARGES INCURRED BY PHILIP MORRIS.

DOMESTIC TERMS OF SALE:

VENDOR MUST DELIVER ALL GOODS FOB DESTINATION CITY, STATE.

THIRD PARTY BILLING "FREIGHT COLLECT" TO PHILIP MORRIS USA

C&I TRANZACT SYSTEM, P.O. BOX 1903, HOMewood, IL 60430.

VENDOR MUST ADHERE TO THE CARRIER MODE, AND SHIPPING

INSTRUCTIONS REFLECTED IN THE PHILIP MORRIS TRANSPORTATION

ROUTING GUIDE PROVIDED BY THE PURCHASING DEPARTMENT. VENDOR

WILL BE ASSESSED WITH INCREMENTAL FREIGHT CHARGES INCURRED BY

PHILIP MORRIS.

DIST ADDR NY200 043285 330114D030

SUBLINE	SUBLINE QUANTITY	DELIVERY DATE
00001 CHG	8,750	04/05/96
00002 CHG	8,750	04/12/96
00003 CHG	8,750	04/19/96
00004 CHG	8,750	04/26/96

2071451619

NET CHANGE TO TOTAL

\$ 1.00

By  PHILIP MORRIS U.S.A.

TOTAL AMOUNT

36,450.00